

Senior Manager, Digital Enablement

Digital Transformation Division

Ref: DTD092/21, 2049/HKCS/220721

Job Description

Who we are looking for:

- Creativity in new ideas and future focus vision.
- Collaboration with colleagues and the community at large.
- Work Smart, Play Smart!

What you'll do:

- Plan and lead IT consultancy services, formulate and execute the business strategy and plans
- Attract and grow new clients by innovating and overseeing the lead generation and sales process for the business
- Responsible for the team P&L, forecast, sales pipeline management, and project sales to meet financial and KPI target
- Analyze market opportunity and identify next gen digital technology and solution offering.
- Establish network with industry stakeholders and professional bodies to promote enterprise IT consultancy services, digital and automation and pursue collaboration
- Explore and develop new businesses and clients, and maintain client relationship
- Establish a competitive working team, retain and develop core business knowledge to increase the productivity of the unit; provide guidance and develops team members' capabilities

You'll be a good fit if you have/are:

- Bachelor degree or above in Computer Science, Information System or related discipline
- At least 10 years' experience in relevant industry, business, consulting, and technology professional experiences. Preferably with global consulting firm.
- Deep expertise in digital/business transformation strategies, business development, client relationship management, emerging technology solutions delivery for medium to large scale of businesses.
- Seasoned team leader, able to lead, mentor, coach and manager team performance metrics. Empower the team increase creativity and productivity, open to learn and willingness to take on new challenge.
- Strong technical, business, and financial acumens. Able to handle with business ambiguity and work effectively under uncertainty. Excellent communication with clients, senior executives and respective teams.
- Strong knowledge in emerging technologies: Cloud-based SaaS solutions, Robotic Process Automation (RPA), DevOps and/or experience with Agile/Scrum project methodology are preferred
- Good command of English, Cantonese and Putonghua

Note:

Applicant may be considered for other positions if not matching the requirements of the subject position.

What we offer and What you'll like here:

- Innovative and energetic culture with smart outfits & sport shoes
- Professional lab and latest technology to actualize your creative ideas
- 5-day work week
- Prime location with good public transport network
- MPF Top-up & dental benefit
- Medical benefits from Day-1 with extended coverage to dependent(s)
- Professional training and career advancement opportunities

Apply now if you're ready to take the challenge! Do not miss this opportunity to join us to Create Value and "MAKE SMART SMARTER"!

HKPC will take into consideration both the quantitative and qualitative requirements of the post when selecting the suitable candidates. A competitive salary package commensurate with academic qualifications and experience will be offered.

Applicants are welcome to submit application at the HKPC e-Recruitment System (careers.hkpc.org) in 1 week from the posting date. Recruitment will continue until the position is filled.

Personal data collected will be used for recruitment purpose only. Candidates not invited for interviews within 6 weeks may consider their applications unsuccessful and the applications will be disposed by HKPC within 12 months.